BALKAN Print Forum

manroland

Balkan Print Forum News

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The Sixth Balkan Print Forum and the First InPEQ meetings will take place on October 27 – 28, 2011 in Belgrade, Serbia.

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Just launched:
the new InPEQ Newsletter
http://www.ipeq.org/newsletter.html

Impressum

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Printer Competence Profile (PCP)

- The potential analysis for skills of employees -

What makes a printer in his market really successful? The first precondition of course is the technology he is using. A press for instance with short make-ready, high-speed and an inline-processing workflow.

Furthermore he needs a good organization of his order processing, experienced production planning and a professional job-preparation and a logistic concept.

Last but not least he needs well qualified printers because:

"People make the difference"

manroland developed over the last years a new tool: Printers Competence Profile - to check the skills and qualification of the printers.

How does it work? What is the basic concept?

1. It is a tool for the production manager!
The basic approach of PCP is the identification of the skill levels by the production manager of his employees. The concept serves the purpose to develop a programme to improve the individuals qualification levels in terms of defined objectives.

2. It is a Train-the-Trainer-Concept!
The "Train-the-Trainer" concept ensures the sustainable success of qualification measures, based on our experience. Insufficient skill levels can be reduced immediately and the companies success is immediately apparent at the daily production.

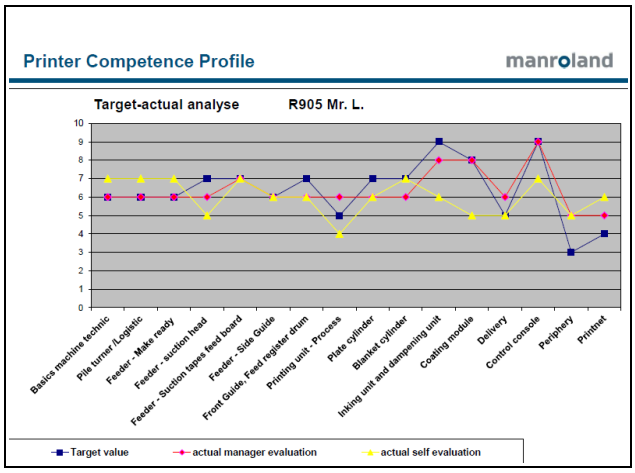
3. It is modular and tailor-made!
The concept is based on modules. The customer decides, which priorities he wants to focus on. The

concept is absolutely flexible so that individual customer requirements can be addressed.

The basic principle is that the production management learns within 3 days how to use the PCP.

The starting point in the PCP is always the targets for the pressroom. For example:
- Reducing the make-ready time by 10 %
- Increasing the speed by 12 %
- Reducing idle time by 20 %
- Increasing total output of good sheets by 8 %
- Reducing waste by 5 %

The TOP-Performance Consultant and the production management of the client work-out the target-profiles of competences. This target profile is the basic and has to be checked with the evaluation of the production manager and the self-evaluation of the printers. This is a key-point. The PCP involved the printers. Not talking about people – talking with people is the mission of the PCP.



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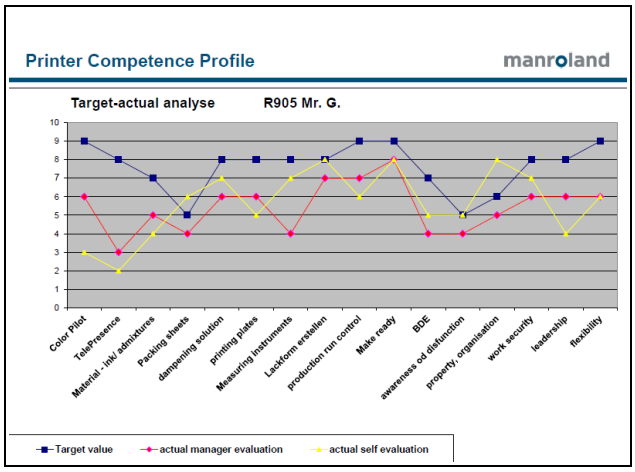


After the profiling the training concept has to work out regarding the priorities.

PCP is running successfully all over the world.

manroland will explain the PCP in details at the Sixth Balkan Print Forum event that will take place on October 27-28, 2011 in Belgrade, Serbia.

Harald Hesper, Executive Vice President,
TOP Consultancy, manroland AG

Tested printcom components for food packaging

Good on the outside, bad on the inside?

BSE, dioxin or EHEC: Foodstuff scandals alarm and unnerve consumers. More and more they not only ask "what is in our food?" but also "what is around our food?", talking about the packaging.

Without suitable packaging food cannot be stored, distributed or sold. Regardless of the packaging used, it must not impair the contents and have an adverse effect on color, effect, taste, odor, shelf life, or other characteristics. The substrate is important, whether it be foil, plastic, paper or carton. Printed packaging on the average consists of more than 97 percent substrate, and around 0.5 percent printing ink and up to 1.5 percent coating. What are the risks when packaging components are unsuitable for the contents? Which materials are suitable for which contents? What can cause unrequested contamination? Vital questions for packaging printing.

printcom components comply with international guidelines for foodstuff-compliant packaging printing.
© manroland, photo: Herbert Gairhos.

Undesirable ingredients

Paper and carton are receptive to volatile substances in the ambient air. They absorb fluids as well as vapors from washing agents or conventional inks in the

pressroom. Ecological considerations often lead to recycled waste paper being used for packaging but this can contain a high proportion of mineral oil that comes from inks normally used for newspaper printing and which penetrates the reprocessed paper fibers. Foodstuffs with a relatively large surface area such as flour, semolina, rice, breadcrumbs or breakfast cereals are particularly susceptible to mineral oil contamination. Inner bags or similar barriers are essential for preventing substance migration, or in such cases cartons made from fresh wood fibers should be used.

Printing inks, coatings, or adhesives are important components of the packaging process, but they are hazardous when in the immediate vicinity of the packed food and the packaging has no effective functional barriers. Consequently, the industry has developed "low migration printing ink systems and printing aids". These materials are mostly odor- and taste-neutral and ideal for the production of packaging for sensitive goods. Global migration limits, EU directives or national legislation – they all oblige manufacturers to ensure that "no substances in packaging can migrate to the contents in quantities that impair the character or quality of the product, or endanger the health of the consumer."

How can packaging manufacturers be certain that their production complies to those limits and laws? The prerequisite is checking along the entire production chain under hygiene and quality aspects. If consumable materials from printcom are used, the printer is on the safe side. They are all foodstuffs-compliant and of course conform to legal guidelines. Through regular tests of semi-finished and finished packaging, the manufacturer clarifies migration tendencies in each specific case. Should these exceed a limit, the option remains to create a functional barrier between packaging and content so that in any case the consumer can enjoy a pure product.

Info: manroland AG

News from Bulgaria

Day of Modern Print Technology

The first Bulgarian graphic arts conference for specialists "Day of Modern Print Technology – News and Trends in the Graphic Arts" took place on June 11, 2011 in the Inter Expo Center, Sofia (IEC).

More than 130 professionals came to the IEC „Vitosha" hall to hear and to learn about the latest news in the field of graphic arts technology, print materials, services etc.

Dipl.-Eng. Petar Kanev (left), Chairman of the Printing Industry Union of Bulgaria, welcomes the participants.

The conference has been initiated and organised by the company Print & Publishing – publisher of the Bulgarian trade journals Polygrafia, ProGrafica and ProPack. It has been supported by manroland Bulgaria and the Printing Industry Union of Bulgaria.

Speakers from manroland Bulgaria, Bulgraphica, Valkanov Trade, Konica Minolta Bulgaria, Polygrafsnab and Kanak presented interesting information about modern technical, technological and service solutions for printing houses. They discussed some investment proposals and possibilities for increasing of efficiency and productivity, and informed about the possibility for an ecological and economic production process. Participants, supporters and organisers expressed their satisfaction with the event and confirmed their confidence that the Day of Modern Print Technology will become a traditional event for the Bulgarian printing industry.

Info: Print & Publishing, Bulgaria

News from Bosnia and Herzegovina

A benchmarking system with a concrete example has been presented at the recent meeting of the Association of Printing Industry of the Foreign Trade Chamber of Bosnia and Herzegovina.

Thanks to the LESP NET Association of Management Consultants in BiH and to the financial support of the Ministry of Foreign Affairs of Norway the International Benchmarking system for small and medium enterprises (SME) was put into operation on 12.05.2011. A partner of the project is the Fraunhofer Institute in Berlin, which has developed the methodology for benchmarking and the index for SME, and has implemented the system already in 20 countries in Europe and in the world.

It should be emphasized that Bosnia and Herzegovina is the first country on the Balkans where the implementation of the benchmarking systems in SME will be performed and the competitiveness in its practical application in the industry will be examined.

The benchmarking is in the industry the best practice that leads to superior achievements. Benchmarking means examination and comparison of companies' competitiveness in the world. It is a tool helping to achieve a business process improvement as a part of a quality management system and it is also an important strategic tool for the top management strategy development.

Benchmarking is a systematic and continuous process, where achievements are measured and compared with the best practices in order to identify a new potential for upgrade. The Benchmarking system for SME is a powerful tool specifically designed to increase profitability, productivity and competitiveness of the small and medium enterprises.

Benchmarking in 2008 is considered to be the most important strategic management tool comprising 76% of top management activities.

The members of the Association of Printing Industry were very pleased with the presentation and some of them expressed their interest in the implementation of the Benchmarking system in their companies.

Info: Association of Printing Industry, Bosnia and Herzegovina

ERA Annual Conference 2011

Print in a diversifying media world

"Print in a diversifying media world" will be the title of the forthcoming ERA Annual Conference to be held in Munich on October 17–18, 2011. Publication printers from Europe and overseas as well as their suppliers and customers will discuss the challenges facing the print industry. "Since electronic media have developed into competitors, both for advertising revenue and for distribution of news and catalogue information, the printing industry has been repositioning itself to capitalise on the new situation," is how ERA Acting President Giorgio Ferraris of Mondadori Printing describes the current situation in publication printing.

The conference sessions on October 18 in the City Hilton Hotel in Munich will focus on the changes in the print markets, but will also show the opportunities available to the printers. Keynote speakers from leading international publishing houses and print users include Philipp Welte, member of the Executive Board of Burda, and Heidi Stockum of the Metro Group. Presentations will also cover, in socio-economic, marketing and technical areas, the actions the publication printers can take to remain competitive and strong for the future.

Mr. Ferraris says that the event will offer to all participants the opportunity to come together and to exchange their views and experiences: "It is always important that the leaders of our industry use the opportunity to discuss the challenges and chances for our industry." He underlines ERA's interest in an open dialogue with the web offset printers and particularly with the customers on this occasion. Mr. Ferraris concludes: "We look forward to meeting our industry's friends in Munich in October."

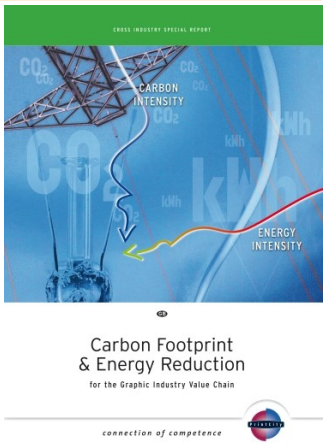
The conference is supported by PrintCity, and is open to both members and non-members of the European Rotogravure Association.

For more information: http://www.era.eu.org

Info: European Rotogravure Association

New PrintCity report

A printer and converter practical guide for Carbon Footprinting & Energy Reduction



PrintCity Alliance members Kurz, m-real, manroland, MKW, Sappi, Sun Chemical, Trelleborg and UPM, plus project partner Muller Martini have recently published their new *Carbon Footprint & Energy Reduction for the Graphic Industry Value Chain* special report. The purpose of this new PrintCity 32-page guide is to facilitate the improved collaborative environmental performance of printers, converters, publishers, brand owners and their suppliers. It is available in printed form from any participating company, or from www.printcity.de/shop at 'no cost'.

Since 2009 PrintCity has amassed a large body of technical, scientific and economic research involving topics of relevance for the global printing & packaging industry. This was done together with experts from several international industry organisations to create and peer review this very special cross-industry study focusing on:

- **Carbon Footprinting** – how to understand and use this beneficial measurement tool
- **Energy Reduction** – examination of complete process chain + best practice advice
- **International Harmonisation** – understanding & achieving global standards harmonisation

The new PrintCity Alliance *Carbon Footprint & Energy Reduction* report is the broadest print & packaging multi-company and multi-partner project in this increasingly important and complex subject area. This new environmental report follows the highly successful first publications by the alliance – *Sustainability, Energy and the Environment* plus *Energy Efficiency Optimisation for Web Offset Printers*.

Info: PrintCity

Value Added Packaging project

PrintCity Alliance members UPM, Sun Chemical, M-real and Cofely announced their own fair news at Interpack in May 2011 and also launched the new PrintCity Value Added Packaging (VAPack) project for world packaging markets.

For over a year PrintCity members manroland, UPM, Sun Chemical, M-real, Kurz, Merck and Weilburger Graphics, plus partner Bobst and technology partners Reproflex and UpCode have been sharing knowledge on value added packaging techniques, and preparing a portfolio of 'sample boxes' to show what is now possible.

The PrintCity Value Added Packaging project is a broadly based initiative taking place in three stages, with the first – *Creative Pack* – launched at Interpack. Over the period until drupa 2012, alliance members are creating two further project sample sets – *Value Pack* and *Future Pack*. Future modules will include new functions and the usage of, and linkage to, electronic media, plus latest brand protection techniques.

More information on VAPack and sets of sample boxes can be requested from each participating project member or by contacting info@printcity.de.

Info: PrintCity

News from Turkey

Fourth MAKRO PRINT fair 30.09. – 03.10.2011, Izmir, Turkey

The organizers of MAKRO PRINT intend to bring together companies working in the field of printing, packaging, promotion, outdoor advertising, digital printing, screen printing and second-hand machinery. The main objective of the event is to establish a powerful business climate in the national and in the global markets. MAKRO PRINT will offer an opportunity for the national and international giant brands to meet, to discuss and to work together.

New products and technology will be presented to the domestic and foreign visitors at the fair. Additionally conferences and seminars will be organized by experts and professionals.

The fair will be organised by the company Tunajans and will be supported by the Ministry of Industry and Commerce, KOSGEB (Small and Medium Enterprises Development Organisation), Izmir Chamber of Commerce, Aegean Region Chamber of Industry, Izmir Union of Chamber of Merchants and Craftsmen, Turkish Pressmen Federation, Izmir Association of Advertising Agencies and IZFAS (Izmir Fairs).

For more information: http://www.matbaafuari.com

Eurasia Packaging 2011 Istanbul Fair

Eurasia Packaging 2011 Istanbul Fair, the 17th International Packaging Industry Fair will be held on September 15–18, 2011 at the TÜYAP İstanbul Fair and Convention Centre, Büyükçekmece, Istanbul, Turkey. It is organized by TÜYAP Fairs, Inc., in cooperation with Packaging Manufacturers Association (ASD) and with the support of Packaging Machinery Association (AMD), Label Manufacturers Association (ESD), Carton Packaging Association (KASAD), Metal Packaging Manufacturers Association (MASD), Corrugated Cardboard Manufacturers Association (OMUD), Rigid Plastic Packaging Manufacturers Association (SEPA).

The fair is supposed to be the most comprehensive and interesting one for the packaging sector of the Eurasian region. This year more than 1200 exhibitors from 40 countries will exhibit in 10 halls, on 65.000 sqm of space. Expected are over 40.000 professional visitors.

The scope of Eurasia Packaging 2011 Istanbul Fair is: packaging machines, packaging products, packaging processes, complementary packaging materials, services for the packaging industry, packaging recycling technologies, warehousing, storage, logistics and transportation systems.

Expected are presentations and information about the latest technologies in drug packaging, original and special packagings in cosmetics, packaging solutions for storage and transportation.

More information is available on: http://www.tuyap.com.tr/webpages/ambalajfuari-en/

Info: MatbaaHaber Magazine, Turkey

The thirteenth issue of the Balkan Print Forum News will be published at the end of November, 2011.